

"YOU AMUSE US."

A STORY OF WESTERN VS. EASTERN COMPETITION.

How the West Falls to Come up to the Eastern Standard in Manufacturing—Some Plain Facts That Cannot Be Disputed—The Chicago Organ Company's Manager Talks, Etc.

Yesterday a Constitution man wending his way about the streets in search of news, happened in at the office of the Estey organ company. A corps of workmen were busy decorating the front of the building in the latest style of the painter's art, and within the office were busy as piles of work could make them. Mr. R. B. Toy, the manager, who has practically had control of the business for many years, was seated at his desk engaged with his bulky morning correspondence.

"Good morning," said Toy to the Constitution man. "Good morning," returned Mr. Toy. "Nice weather?"

"Beautiful! Have a seat."

"Only got a minute."

"First rate—never better, and the prospects more flattering than for several years."

"Are the Estey Organ company large manufacturers?"

"Yes, they manufacture about one-fifth of the organs in the United States, and manufacture at their establishments more organs than are made in the entire city of Chicago. They are probably the largest manufacturers and dealers in musical instruments in the world."

"Where are your houses?"

"In Boston, Chicago, St. Louis, Philadelphia, Atlanta, throughout Europe and England, and sell the leading makes of pianos in the great demand for pianos, under their own name, they have purchased one of the principal factories in New York. They have, therefore, advantage over all competitors in manufacturing and dealing directly with the trade as well."

"What effect does the starting up of new factories in the west have upon their business?"

"It greatly increases it. These new factories are constantly failing; six have failed in Chicago during the past year, and the goods that they make and sell are sold at a price that they find little favor with the trade."

"How about shipping from the east as compared with the west?"

"The unusual advantage enjoyed by the Estey Organ company make it impossible for the west to compete with them in shipments, as it was impossible for the west to compete with them in quality of goods and price. Then there is nothing to the story that the east cannot compete with the west."

"Well, now you are amusing us! The western people have to be for the piano, and when they do not buy from them they have to start in crude in experience, and have to go through all the vicissitudes of new enterprises."

"With a smile, thinking over the last question propounded by the reporter, Mr. Toy went on: 'We are always glad to have live competitors; they increase business and make it better for us in every way.'"

"I thought that the Estey had a factory in Chicago?"

"Well, they did, but it did not, as most of the workmen were those who stood about, and if eastern workmen went west they charged so much more for their services than they did in the east that the Estey found it more expensive and very unprofitable, and consequently sold out. It will be a long time yet before the west can compete with the east except in the coarsest, commonest kind of work."

"How large a concern is the Estey Organ company?"

"They have twelve establishments at Brattleboro, Vermont, for the organ business, and three in New York for the piano business. Mr. Toy further stated, 'at an early date we shall have in stock in Atlanta, a full line of the new Estey upright piano, which in the city of Atlanta is only one-fourth of the price of the piano of the same quality of the country. Besides this, we will be enabled to offer these pianos to the retail trade at a price that will enable us to compete with agents and dealers, and without paying a commission to middle men and sub-agents.'"

"The reporter then took a tour through the warehouses. Since Mr. Toy took charge they have been remodelled throughout, and now present a neat, attractive appearance. The office has been moved up just a flight of stairs from the street, and the piano business is in the most complete manner. The office of the manager is very handsome, having an elegant carved desk, on which he attends to his extensive correspondence. In the office there are special desks and every convenience for the travelling man, and also handsome desks for the corps of bookkeepers. Outside, in the saleroom, there are convenient desks for customers in the shape of desks, chairs, etc., for their comfort. The walls are painted in an appropriate tint, a beautiful frieze bordering the entire sides, giving a charming effect. A system of pneumatic tubes communicates with every department in the building, which is heated with steam throughout. Back of the salesmen is the repair room, and below, on the cellar, is the packing department. Everything is perfectly divided off, and every facility for shipping and handling organs and pianos has been arranged in fact, every detail of the business has been put in regard to expense. The company now sell only pianos and organs, and no other musical instruments, and are, therefore, enabled to give their entire attention to their own products."

"It will occupy any one in Atlanta to call and see the taste and appropriateness which the Estey Organ company has displayed in fitting up their establishment for the new year. They were glad to see visitors at any time, and promise them a warm welcome and the politest attention."

RAILROADS NEWS.

The Western Rate War—General Railroad

According to the last annual report of the Louisville and Nashville the company held a claim against President Baldwin for \$1,000,000. It was yesterday stated that Mr. Baldwin will be liquidated the debt, and that the property will eventually pay about \$800,000 or \$900,000.

Nearly all of the million first mortgage 6 percent bonds of the Ocean steamship company of Savannah, guaranteed by the Central railroad and banking company of Georgia, have been sold. They are secured by a first mortgage on three new iron steamers recently completed and other valuable real estate and wharf property at Savannah.

The Chicago Tribune still regards the diversion of freight at that point as serious, and says that of the 9,400 cars forwarded from Kansas City, Atchison, Leavenworth and St. Joseph by the southwestern pool lines in December, only 3,000 came to Chicago, the others going to St. Louis and other points. The Tribune predicts that if this continues the lines east and west from Chicago will be found in serious financial difficulties before the winter is over."

The Western Rate War.

From the Chattanooga Times.

For the first time in many years Chattanooga has the advantage over nearly every point in the south in the matter of freight rates from the west. Ten days ago the Queen and Crescent and Louisville and Nashville railroads were forced to make a reduction of three cents per hundred on freight from Cincinnati, Evansville, Louisville and Chicago to meet a reduction caused by a war of rates on the roads leading south from St. Louis. The East Tennessee line promptly met the cut, which made the rate of corn from Memphis to Chattanooga five cents per hundred. The reduction only applied to southern lines out in the cold.

The Western and Atlantic and East Tennessee.

see have very firmly declined to extend the reduction any further south until they are forced by compelling lines. As the matter now stands, Chattanooga enjoys a rate on all western freight three cents lower than Birmingham, Atlanta, Macon, Augusta, Savannah and Knoxville.

A Times reporter had an interview yesterday with a prominent railroad man concerning the demoralized rates. The gentleman stated that the matter was assuming very alarming phase. Rates are now so low that many lines are not making expenses. For instance, a car load of grain, thirty thousand pounds, is hauled from Memphis to Chattanooga for \$15 or five cents per hundred. The former pool rate was seventeen cents.

The Southern Railway and Steamship association shows no disposition to meet and adjust the trouble, and it is not known when any definite action will be taken.

A Railroad Prince Dethroned.

His career was short and wonderful. He rose from almost nothing and became the president of several great railroads. Suddenly his doctors commanded him to retire from business, if he would save his life. Overworked, he was before overwork got the better of him. Take your strength and your nerve-tonic. E. Mayer, 231 Baronne street, New Orleans, La. "Nothing helps me like Brown's Iron Bitters. It acts like a charm."

It's a poor musician who can't blow his own trumpet.

Mr. E. C. Palmer, North Monroeville, Huron county, Ohio, writes: "Permit me to add my unsolicited testimony to your list. My little boy, two years old, fell from a step and struck his forehead. A large, black and blue bump raised and swelled rapidly. We immediately applied St. Jacobs Oil and the swelling and discoloration disappeared. We would not be without it and have used it often with like effect."

He who would eat the egg must first break the shell.

Rupture Cured.

permanently or no pay. Our new and sure cure method of treating rupture, without the knife, enables us to guarantee a cure. It can be thrown away at last. Send two letter stamps for references, pamphlet and terms. World's Dispensary Medical Association, Buffalo, N. Y.

The man who wishes to continue believing in his friends should never put them to the proof.

Don't Die in the House.

"Rough on Rats" clears out rats, mice, roaches, bed-bugs, flies, ants, moles, chipmunks, lopers, etc.

Look after your wife; never mind yourself, she'll look after you.

ANGOSTURA BITTERS, the world-renowned appetizer and invigorator, a delicious flavor to all drinks and cures dyspepsia, indigestion, nervousness, and all ailments of the stomach. Try it, and you will be convinced of its merits. It is the only medicine that can be taken at any time, and in any quantity, without injury to the system. It is the only medicine that can be taken at any time, and in any quantity, without injury to the system.

The want of money is the root of much evil.

PURITAIN PAIN EXTRACT, and all throat ailments are soon relieved by this certain remedy for Coughs and Colds, Dr. Jayne's Expectorant.

If you'd know a man's character, follow him home.

Dr. Fuller's Youthful Vigor Pills cure nervous debility, impotence and spermatorrhea. \$2.00 per bottle. 425 Canal St., N. Y.

The street road to honor is to deserve it.

Cure for Piles.

The first symptom of piles is an intense itching at night after getting warm. This unpleasant sensation is immediately relieved by an application of Dr. Bosanko's Pile Remedy. Piles in all forms, whether internal or external, can be permanently cured by the use of this great remedy. Price 50 cents. Manufactured by Dr. Bosanko Medicine Co., Piquette, O. Sold by S. H. Brown, 202 Marietta street, Moran's Pharmacy, opposite National Hotel, and Stillman & Co., 148 Whitehall street.

Only whisper scandal and its echo is heard by all.

He Put it Writing.

A gentleman writes that one of the daughters of Mr. Wm. Owens, 23 Langdale Road, Peckham, London, England, had been ill for years with rheumatism and had tried numerous remedies without effect. She finally used St. Jacobs Oil and was entirely cured.

Is not the clock with the loudest tick that goes the best.

DURKEE'S SALAD DRESSING & COLD MEAT SAUCE. The finest mayonnaise for meat, fish, and vegetable salads, and a superb table sauce. It far surpasses any home-made dressing. Everybody likes it.

Don't complain of the baker until you have tasted his bread.

BORFORD'S ACID PHOSPHATE

Dr. J. J. Ray, St. Louis, Mo., says: "I invariably prescribe it in fevers; as it invariably lessens from wasting and debilitating diseases, with admirable results. I also find it a tonic to an enervated condition of the genital organs."

They who live in worry invite death to hurry.

CINCINNATI, U. S. April 14, 1884.—S. B. BURKE & CO., Covington, Ky.—Esteemed Sirs: I have been troubled with a serious kidney affection, and seeing your advertisement, concluded to try a box of your May Flower. Without much hope of being benefited by it, the first bottle worked splendidly, and persevering with it, I am entirely relieved of my painful illness. Any one can write to me and I will reiterate what is here written.

Mrs. E. WITKES, Walnut Hills, Cincinnati, O.

If you would be capable, cultivate your mind; if you would be loved, you must cultivate your heart.

BURNETT'S COCAINE Will Save the Hair and keep it in a strong and healthy condition, because it will stimulate the roots of the hair, and restore the natural action upon which its growth depends.

Burnett's Flavoring Extracts are absolutely pure.

Half the troubles we look for do not come; and it is not worth while to waste the hours in worrying.

All Weakness of Genital Organs, Sexual Impotency, and nervous debility permanently cured in thirty days, by the genuine Dr. Kiefer's Restorative Pills. Bottles \$5.00, \$10.00, \$15.00, \$20.00, \$25.00, \$30.00, \$35.00, \$40.00, \$45.00, \$50.00. Magnets & Highpower, corner Ritten and Decatur streets, Atlanta. Wholesale by Lamar, Rankin and Lamar.

Standing in our own light and gazing upon our own shadows, we murmur at the darkness of our pathway and imagine that fortune has been unkind to us.

ADELINE PATTI, the great songstress, says of Solon Palmer's Perfumes, Toilet Soaps and Toilet articles: "I unhesitatingly pronounce them superior to any I ever used." Principal Depot, 374 or 376 Pearl street, N. Y.

If we did but know how little some enjoy the things they possess, there would not be much covet in this world.

One bottle of Dr. Fuller's Pockit Injection, with syringe combined, cures without catheters. \$1. All druggists.

Life is hardly respectable if it has no generous task, no duties or affections that constitute a necessity for existing. Every man's task is his life's duty.

An Extended Popularity. Brown's Bronchial Trochies have been before the public for many years. For relieving Coughs and Throat troubles they are the best.

Sold only by

Guticura

Mrs. Smith's Case, and What the Rev. Mr. McKinstry Has to Say About It.

TO THE PUBLIC: I have been a fearful sufferer for fifteen years, most of the time with what has been called "Guticura." I have tried every medicine and every doctor, and have been so badly afflicted sometimes that there was no hope for me. I was at the point of death, and the only hope was in the hands of the Lord. I was at the point of death, and the only hope was in the hands of the Lord.

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PETER LYNCH, AT HIS OLD STAND

95 Whitehall Street.

Is just receiving and has on hand in addition to his large and varied stock the following goods for the

CHRISTMAS HOLIDAYS

Oranges, Lemons, Apples and Nuts of all kinds. American and Imported

WINES AND LIQUORS

—JUST RECEIVED FOR HOT PUNCHES—

1 Cask Wise's Irish Whisky.

1 Cask Ramsey's Scotch Whisky.

—FOR CULINARY AND TABLE PURPOSES—

1 Cask Very Fine Port Wine.

1 Cask Very Fine Sherry Wine.

1 Cask Very Fine Madeira Wine.

Also all kinds of Wines for Cooking Purposes.

A few more bushels of Rice and Barley Seed just received.

Will have his stock of seed

